United Huxley Envelope in Mount Pocone on cusp of expansion, ready to add up to 100 workers

United Muxley Envelope president: "We're kind of the classic

and Hopkins will soon be es at the Carol Shusheila Devi of Pocono Summit (altown) i ons of Effort (below) checks on a compute

MITED HUXLEY ENVELOPE

hate: Procono Mountains pusi-here: Pocono Mountains pusi-s Park, Route 940, Coolbaygh mathip iser 215,000 square feet mplayees: 255 Whethe: Pocono Mountains Business Park, Route 940, Coolbaugh Engloyens: 255 Salaries: \$9-\$21 per bour Opened: 1995 Size: 215,000 square feet

Owner. Workflow Management, Volume: 4.2 billion envelopes Feenwich, Cann. this year

Merney, Reader's Digest, TV Guide On the Web: unitedenvelope.com Express, J.P. Morgan, Chase, Smith accepted 9 a.m. to 4 p.m. Monday Customers: Citibank, American Job Tofo: Walk-in applications through Friday.

The company will participate in a Tone machine envelopes per can print 850 minute. p.m. Tuesday, April 12, at Fernwood CareerLink job fair 10 a.m. to 5 Resort in Bushkill.

Hoxley will cut, print, gum and two of the fold even more envelopes this year as it closes a New York City was a credit card offer 's Digest,

3.30.05 hances are you've got

o success story."

STEPHEN BUNKER,

and Business Editor

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plant, mores 10 machines here uccess story," said kind of the classic to 100 people. and hires "We're Pocono Stephen

ınker, Ihrxley presi-

apany moved from park just off Route 940 outside before Wal-Mart and Perkins Brooklyn in 1985 to the business Mount Percono. That was long name to town and Geisinger was in a building with no mong mened a two-story health clinic latore relocating, Huxley ion and the lease wa

th 25 people and 75,000 square nt Pocono plant began set. It's grown to 255 amployees agrame feet.

"We've expanded twice and pent a lot of money on new ipment, said Bunker.

Waxley has sold its West 57th Street plant in Manhattan to sanother printing company and

See **HUXLEY**, Page **E2**

■ Different types for envelope side of gum are used seams and flaps. receiv

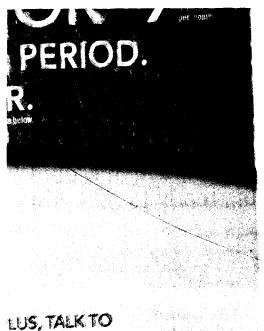
six trucksbads of paper per day.

swept up, bundled and sold to recyclers.

B Paper Wasteris * B Plant stocks

15-day inventory of

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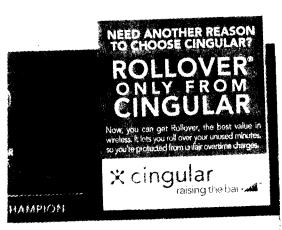


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COM / C'MON IN TO A STORE

HUXLEY

expects only about 10 employees to come to the Poconos.

The company is working with local schools and Monroe County CareerLink to find more workers. Jobs include entry-level machine operators, inspectors and packers who start around \$9 per hour. Experienced, skilled mechanics make \$21 per hour. Huxley's average wage is about \$17 per hour, said Bunker.

"Our biggest challenge has been finding skilled labor," he said.

Human resources director John Reedy added, "So far we're doing OK, but we still don't have that pool of manpower that we need here."

Work at Huxley has evolved from paper-folding into more sophisticated graphic arts challenges that jazz up plain old envelopes with full-color photos and illustrations. For instance, a project for Haband features an ocean scene on the address side and a detailed photo of a bath and shower kit on the back.

The rumble of Huxley's computerized presses rolling out 4.2 billion envelopes per year can be heard even before you enter the building. Workers wear bright orange ear plugs in the big, open plant filled with equipment, drums of ink and giant rolls of paper.

Some machines run 24/7. Employees willing to pull a 12hour shift of 7 to 7 work three days one week and four days the next.

They're guaranteed every

other Friday, Saturday and Sunday off. That's a valuable (recruiting) tool," said Reedy. Huxley offers training, but

some manufacturing experience is helpful for job-seekers.

"The folks who are success ful here do have some type of mechanical backgeneral ground either from a vo-tech school or some experience," said Reedy.

Huxley has applied for a \$500,000 state grant to set up a customized job training program for its expansion. The money will pay for the training, but the state will monitor Huxley's program to make sure jobs are created and workers learn skills.

In addition to printing, Huxley inventories up to 250 million envelopes for customers. Other orders are shipped to high-speed inserting operations where the envelopes are stuffed and mailed with solicitations that just might end up in the garbage once they are delivered.

The national "Do Not Call" crackdown on telemarketers has diverted advertising dollars to the direct-mail industry, said Bunker.

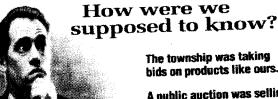
"It's a mature industry, and you might think it's declining because of electronic communication, but it really isn't," he said.

One project that doesn't get trashed is the auto registration envelopes for the state Department of Transportation. Huxley makes the tricky white packets that have a clear poly window on one side for the address and a smaller window on the back for the registration sticker. The envelopes go to Graterford state prison, where inmates hand-stuff the thumbsized stickers.

Huxley's additional equip-ment will arrive in Mount Pocono over the first weekend in April.

The company will participate in a CareerLink job fair 10 a.m. to 5 p.m. Tuesday, April 12, at Fernwood Resort in Bushkill.

Is your company missing out



The township was taking bids on products like ours.

A public auction was selling the same equipment we just